

CENTRAL INTELLIGENCE AGENCY

REPORT

CD NO.

DATE DISTR. 28 June 1955

NO. OF PAGES 2 25X1
25X1

NO. OF ENCLS.
(LISTED BELOW) 25X1

**SUPPLEMENT TO
REPORT NO.**

THIS IS UNEVALUATED INFORMATION

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3. [redacted] in the elec- [redacted] 25X1
exhibition, East Germany stood out for its development [redacted]
apparatus. A new development in an East German 10-kw [redacted]
mitter of remarkable quality. The East German showing of railroad cars,
food-processing machines, optical goods, textile machinery, and synthetic
fibers was especially good. The consumer goods sector, on the other hand, 25X1
did little business.

4. Exhibitions by the so-called People's Democracies reveal continuous improvement, it is reported. Whereas, a few years ago, China appeared with machines whose component parts were largely of Soviet and East German origin, this year's Chinese products were assembled from domestic production. Poland was represented by mining equipment and rails. Czechoslovakia exhibited several sport planes. The Soviets demonstrated a few enormous machines used in agriculture and road construction, in addition to a luxury limousine which pulled a collapsible motorboat on a trailer.

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6. On the Subject of purchases, [] visitors complained that they could not obtain concrete price quotations from East German exhibitors. In many cases, the East Germans suddenly raised prices, sometimes as much as 20 percent. They seem to have considerably overestimated the price increases which have occurred [] during recent months. Consequently, [] customers who had serious intentions of buying demanded considerable price reductions.

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7. It is said that there was hardly any business concluded in the foods trade. East German authorities were apparently not prepared to enter into commitments for future deliveries of tropical fruit or coffee, even though failure to do so now may subject them to higher prices later when, like last year, they decide to order during the height of the season.

8. In the field of textiles, [] East Germany has so far not issued the expected orders for rayon staple and rayon. The turnover in the chemical field was satisfactory for some firms, but remained behind that of the previous year. DIA-Metall has recently announced that it wants to conclude contracts [] totalling 30,000,000 DM.

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